

RECORD MADE ON RUN TO RICHMOND

Packard Twin Six Makes Fast Time From Washington to Other Capital.

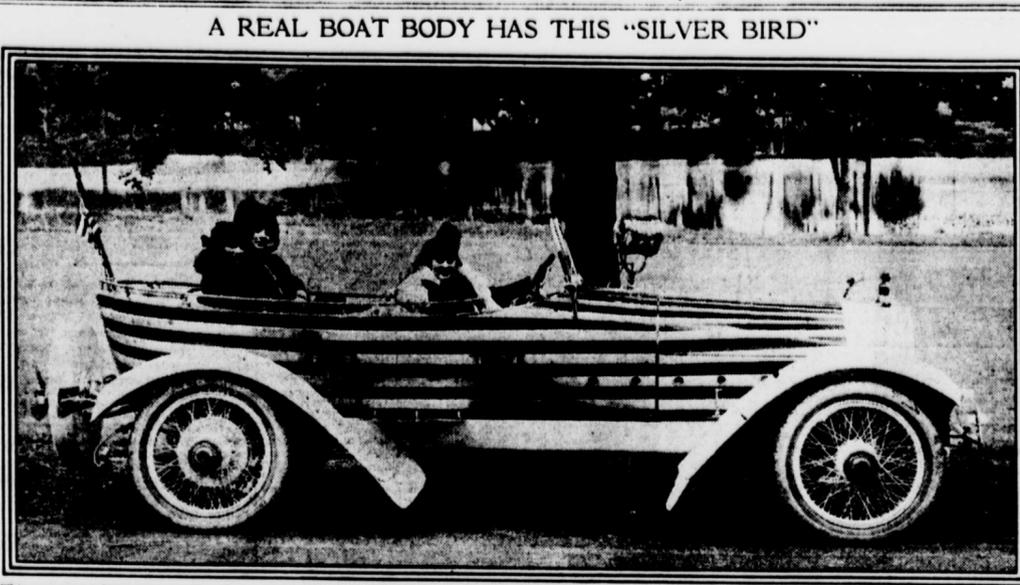
BAD ROADS ON THE WAY

During a 1916 Packard "Twin Six" 125 touring car... The route from the national capital was west on Pennsylvania avenue...

tal. At 6 o'clock, when about sixteen miles from Richmond, it was necessary to light the headlights on the machine...

DEVELOPING A SALES MANAGER

Rueschaw is Being Charged With Favoritism. "Things have come to a pretty pass when dealers begin to accuse the sales manager of favoritism and set sleuths on his track to prove it," says Sales Manager Rueschaw...



This car may have seen in the window of the C. T. Silver Motor Company. It is a real "boat body" fitted to an Overland chassis. The body, which resembles an up to date river launch, is built of alternate two inch strips of mahogany and white holly...

BRISCOE PLANT EXPANDS

New Building Now Under Way for This Coming Firm. Word comes from Jackson, Mich., that all arrangements for the building of the new \$100,000 local plant of the Briscoe Motor Company...

CLOSED CAR SEASON PROMISES THE UNUSUAL

Will Be Greater Demand Than Ever Before for Winter Driving Machines. It would appear from present indications that the closed car as a vehicle of comfort for the motorist bids fair to come into its own...

"BRAZIL" IN NEW YORK

Goodyear Has Distinctive Display of Rubber Making. An elaborate window display is to be seen now at the branches of the Goodyear Tire and Rubber Company...

HOUPP REPORTS NEW HUDSON SALES RECORD

Most of the Customers Are Those Who Have Owned Motor Cars Previously. Harry S. Houpp, president of the Hudson Motor Car Company of New York, has broken all records in the number of Hudson cars sold in this territory...

Maxwell Aids "Votes for Women"



The illustration shows the Maxwell car which has been given to the Woman Suffrage party for a month prior to election day by the Maxwell Motor Company.

RACING BRINGS OUT WEAKNESSES OF CARS

And Teaches Lessons That Are for the Benefit of the Ultimate Consumer. A question that frequently has been asked is: Of what value is automobile racing? What if a car can travel 100 miles an hour, no one cares to ride that car...

Olds Factory Gets Materials

For the first time this year advice from Lansing, Mich., that relief from the shortage of materials caused by the European war has finally arrived...

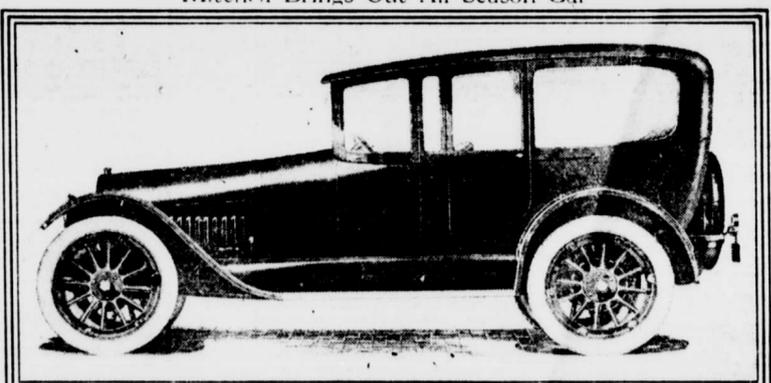
Car Weight is Important

"The weight of an automobile is a very important factor and one which must be carefully considered," says E. W. Head, branch manager of the Hayes Automobile Company...

THIS WASN'T A "STEAL"

Customer Wanted to Be Sure of Getting His Car. Just before closing time on Tuesday night a new 1916 Alton demonstrator car was stolen from in front of the showroom of the Stewart Automobile Company...

Mitchell Brings Out All Season Car



A demonstrator top to the Mitchell six cylinder car is being shown by Carl H. Page & Co., Mitchell distributors. It adds little more than \$200 to the price of the car.

Long Trip in His Dodge Car

The stamina and touring ability of the Dodge car is being demonstrated by a long trip which is just being completed by J. C. Marshall, accompanied by Mrs. Marshall and three friends...

Not an Axle for Tests

Some little time ago tentative arrangements were made for a very comprehensive test of several types of internal gear drive axles...

Need Not Fear High Fuel Prices

P. W. Warner, vice-president of the Oakland Motor Car Company, gives it as his opinion that there need not be apprehension among manufacturers of motor cars...

Firestone Makes More Additions

The Firestone Tire and Rubber Company, Akron, Ohio, last week placed on the market an additional special tire...

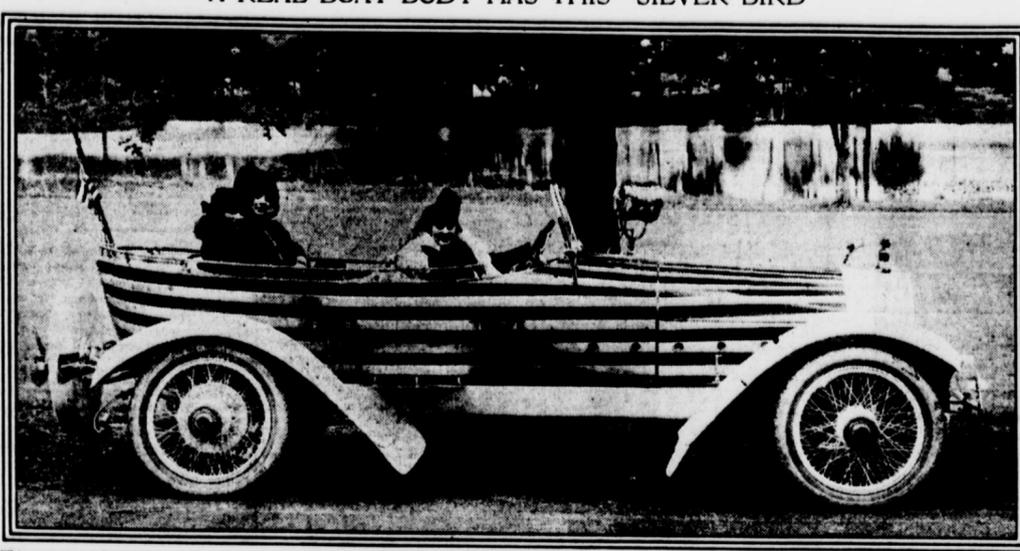
Four Cylinder Cars Popular

Four cylinder cars are by far the most popular in the West and Southwest. The manager of the Hupp Motor Car Company, St. Louis, Mo., reports...

Freelance Finds Things Busy

Having returned last week from an extended tour of the automobile factories in the West, Vice-President Isaac Freeland of the Times Square Automobile Company of New York and Chicago reports that never in many previous trips has he seen the automobile business in general...

A REAL BOAT BODY HAS THIS "SILVER BIRD"



This car may have seen in the window of the C. T. Silver Motor Company. It is a real "boat body" fitted to an Overland chassis. The body, which resembles an up to date river launch, is built of alternate two inch strips of mahogany and white holly...

OVERLAND AGAIN AT 'POST OF HONOR'

Draws First Choice of Space at the National Automobile Show. BASED ON PRODUCTION. For the third successive year the "Overland" Company will occupy the position of honor at the New York automobile show to be held at the Grand Central Palace from December 21 to January 8...

John C. Schmidt



Newly elected president of the Pullman Motor Car Company of York, Pa.

PAIGE DEALERS JOIN IN 'NEW SIX' JUBILEE

Throughout the Whole Country Distributors Talk of Their Cars. The Paige Jubilee, celebrating the success of the Paige six, won in a year, and the completion of factory additions and improvements that have doubled the output and made immediate deliveries possible...



"At a snail's pace" must yield as a phrase to "at a cow's pace." A Nebraska owner of a Buick Six drove it seven miles on high gear at the walking speed of his cow, as depicted here.